



# Delta Workforce Grant Program Technical Assistance Webinar

September 14, 2021





**Aury Kangelos**  
Program Manager  
Delta Regional Authority

# Your Presenters



**Alex Holland**  
Senior Advisor  
Delta Regional Authority

# AGENDA

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1. Overview of the 2021 Delta Workforce Grant Program
2. 2021 Request for Proposals
3. Delta Workforce Portal
4. Q & A
5. Final Thoughts

# OVERVIEW

## Funding Opportunity

- Funding Availability: **\$1.5 million**
  - Award Ceiling: **\$200,000**
  - Award Floor: **\$50,000**

## Technical Assistance

- Pre-Award Technical Assistance Webinar
- Post-Award Technical Assistance for successful applicants



# Getting Started

- Visit [dra.gov/workforce](https://dra.gov/workforce) to download RFP
- Review RFP and required attachments
- Review the FAQs
- Visit [workforce.dra.gov](https://workforce.dra.gov) to register

# Application Submission

## DATE, TIME, AND PROCESS

- ✓ Applications must be submitted via [workforce.dra.gov](https://workforce.dra.gov) by **October 27, 2021** no later than **11:59pm Central Time**
- ✓ DRA will **not** accept hardcopy submissions

# Funding Opportunity Description

## PROGRAM PURPOSE

### GOAL

*“...create a more vibrant economic future for the Delta region by expanding job training and re-employment opportunities, aligning workforce and economic development strategies, creating sustainable talent pipelines, establishing or enhancing locally/regionally significant public-private partnerships, and supporting enhanced workforce productivity through investments in innovative programming.”*



# Funding Opportunity Description

## PROGRAM PURPOSE

### *OBJECTIVES*

1. Develop or enhance cross-sector partnerships
2. Deliver specific workforce services meeting identified local or regional needs
3. Create or expand workforce training programs addressing high quality employment opportunities
4. Support the delivery of quality, innovative training and workforce services





# Award Information

## AWARD TYPE AND AMOUNT

- Total Program Funding: Approx. **\$1.5 Million**
- Award Ceiling: **\$200,000**
- Award Floor: **\$50,000**
- Funding will be provided in the form of a grant

# Award Information

## PERIOD OF PERFORMANCE

- Up to two (2) years (i.e. 24 months)
- Period begins following Notice to Proceed\*
- This period includes all necessary implementation and start-up activities

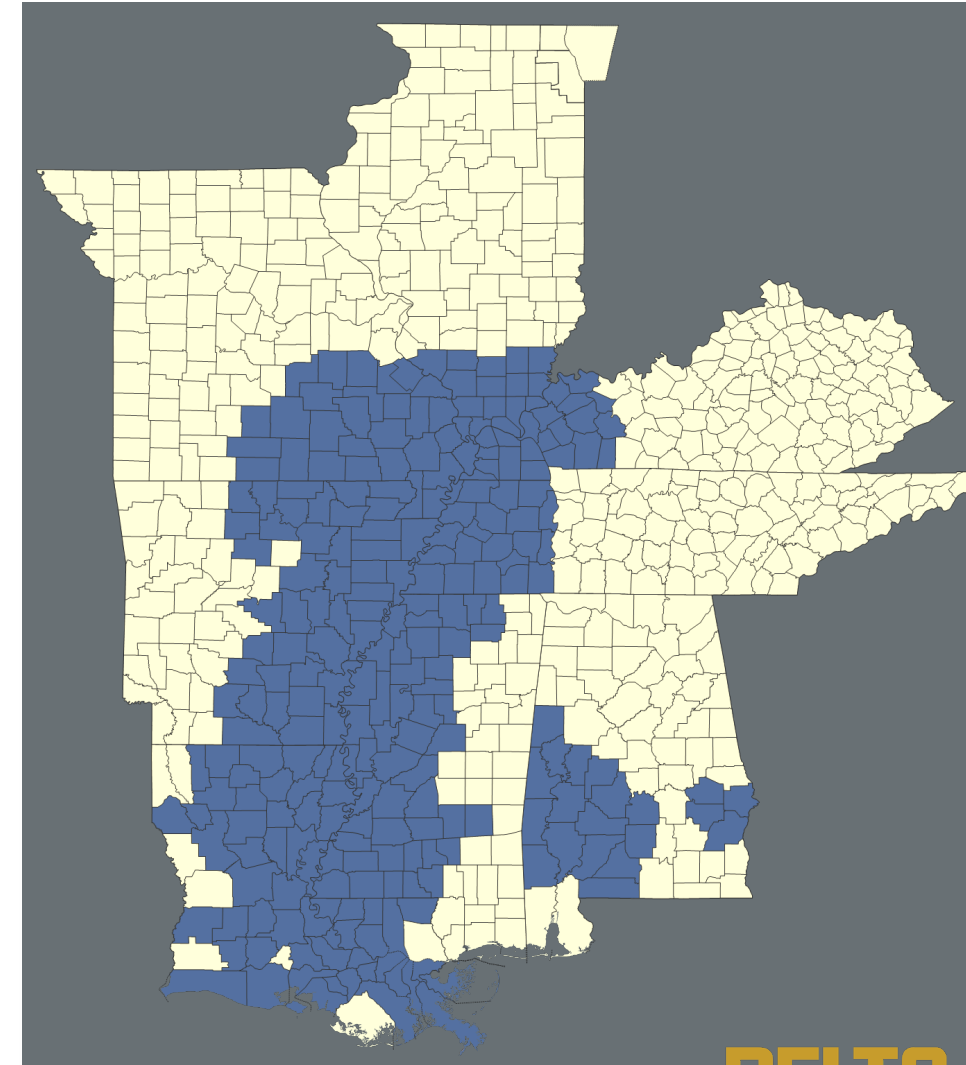
# Eligibility Information

## ELIGIBLE APPLICANTS

- State/County/City Government
- Special District Government
- Institution of Higher Education (Public/Private)
- Regional Development Organizations
- State/Local Workforce Development Boards
- Non-profit Organizations
- Independent School District

# Eligibility Information

- Applicants **must** demonstrate collaboration/engagement with **at least one** employer/industry partner(s)
- Applicants **must** demonstrate that they are serving eligible participants who live and work in the **DRA Region**
- Applicants may train for jobs outside DRA region, but **must** clearly demonstrate successful employment **will not** require relocation outside of DRA Region



# Eligibility Information

## COST SHARING AND LEVERAGED RESOURCES

- DWP requires a 15% cost share or match by non-DRA sources (cash and/or in-kind)
- It is *strongly encouraged* for projects to leverage additional resources with partners and other stakeholders



# Eligibility Information

## NUMBER OF APPLICATIONS

- Only one application from each organization will be considered for funding
- Applicant organizations can be included as a partner on other applications

# Eligibility Information

## INVESTMENT PRIORITIES

- Supporting Industry-Led Workforce Training
- Building Collaborative Talent Pipelines
- Supporting or Enhancing Industry Clusters
- Accelerating Local or Regional Economic Development

# Supporting Industry-Led Workforce Training

## 2020 Project Example

- Missouri State University – West Plains
  - Robotics for industrial technology
  - Purchase equipment

# Building Collaborative Talent Pipelines

## 2019 Project Example

- Base Camp Coding Academy
  - Everest
  - Expand training opportunities with higher education

# Supporting or Enhancing Industry Clusters

## 2019 Project Example

- University of Holy Cross
  - Food Science Culinology
  - Higher education partnership



# Accelerating Local or Regional Economic Development

## 2019 & 2020 Project Example

- Research Park Corporation
  - Apprenti Louisiana
  - Expanding capacity and outreach
  - Increase industry partnerships in target sectors



# 2021 Request for Proposals

Alex Holland

*Senior Advisor, Delta Regional Authority*

Aury Kangelos

*Program Manager, Delta Regional Authority*

# Eligibility Information

## EXAMPLES OF ELIGIBLE PARTICIPANTS

- **New Entrants**: Individuals who have never worked before or have been out of the workforce long enough time to make it as if they are entering the workforce for the first time
- **Dislocated Workers**: Individuals who were terminated or laid-off or have received a notice of termination or lay-off from employment; or those who were self-employed but now unemployed (WIOA sec. 3(15))
- **Incumbent Workers**: Individuals who are currently employed and need training to secure full-time employment, advance in their careers, or retain their current positions

# Eligibility Information

## INVESTMENT PRIORITIES

- Supporting Industry-Led Workforce Training
- Building Collaborative Talent Pipelines
- Supporting or Enhancing Industry Clusters
- Accelerating Local or Regional Economic Development

# Project Narrative – Scoring Criteria

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1. Project Information – *60 Points*
2. Anticipated Project Outcomes – *10 Points*
3. Work Plan – *10 Points*
4. Evidence of Local Demand/Employer Letters – *15 Points*
5. Funding Information – *5 Points*



# Project Information

60 Points



Project Description – 25 Points



Project Rationale – 25 Points



Project Team and Relevant Experience – 5 Points



Local and Regional Collaboration – 5 Points

# Project Description

25 Points

- Description of Project Service Area and Community Needs – *7 Points*
- Project Design – *15 Points*
- Demonstration of Inclusion of Qualified Opportunity Zone – *1 Point*
- Demonstration of Inclusion in Persistent Poverty County/Parish – *2 Points*

# Project Rationale

25 Points

- Description of Workforce Needs – *12 Points*
- Alignment with DRA's Strategic Investment Goals – *3 Points*
- Alignment with DWP Investment Priorities, Objectives, and Funding Principles – *7 Points*
- Alignment with Local Workforce or Economic Development Priorities – *3 Points*

# Moving the Delta Forward

The Delta Regional Authority's strategic **Regional Development Plan III** (RDPIII) guides the agency's priorities, actions, and the region's economic growth over the next five years. In collaboration with stakeholders and community leaders across the region, the plan identifies three agency goals that DRA will work toward with the guiding principles of collaboration, leadership, and innovation

1

IMPROVED  
WORKFORCE  
COMPETITIVENESS

2

STRENGTHENED  
INFRASTRUCTURE

3

INCREASED  
COMMUNITY  
CAPACITY



DWP  
Priorities,  
Objectives,  
and Funding  
Principles

Investment Priorities	Objectives	Funding Principles
<ul style="list-style-type: none"><li>• Supporting Industry-Led Workforce Training</li><li>• Building Collaborative Talent Pipelines</li><li>• Supporting or Enhancing Industry Clusters</li><li>• Accelerating Local or Regional Economic Development</li></ul>	<ul style="list-style-type: none"><li>• Job Placement</li><li>• Career Development</li><li>• Strategic Investment</li></ul>	<ul style="list-style-type: none"><li>• Market Analysis</li><li>• Collaborative</li><li>• Evidence of Leverage</li><li>• Outcome-Driven</li></ul>



# Project Information

Project Team and  
Relevant Experience – 5  
Points

Local and Regional  
Collaboration – 5 Points

# Anticipated Project Outcomes

10 Points



Demonstration of Realistic and  
Attainable Outcomes - 5 Points



Demonstration of Specific and  
Relevant Outcomes - 5 Points

# Work Plan

## 10 Points



Project Deliverables – 7  
Points



Project Timeline – 3  
Points

# Evidence of Local Demand/Employer Letters 15 Points

- Demonstration of Workforce Demand from Local/Regional Employers – 5 Points
- Evidence of Employer Engagement – 10 Points



Commitment of  
Matching Funds –  
2 Points

Funding Information

5 Points

Budget/Budget  
Narrative  
Alignment –3  
Points

# Requested Attachments

- Employer Attachments
- Verification of Matching Funds
- Key Staff Resumes
- Job Descriptions (if applicable)

# Application Review

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- Applications will be pre-screened to determine eligibility and completeness.
- Applications are reviewed by a panel and scored individually against the elements in the RFP Section F.
- The total number of grants awarded will depend upon the number of competitive applications and the amounts requested



## Logon Page

Email Address\*

The Email Address\* field is required.

Password\*

The Password\* field is required.

Log On

Create New Account

[Forgot your Password?](#)

**Welcome to the Delta Regional Authority application portal for the Delta Workforce Grant Program.**

**New Users:** Please click on "Create New Account" to complete the registration process and create your logon credentials.

### Tutorials

- [Video Tutorial 1: Site Access & Account Creation](#) (3 minutes long)
- [Video Tutorial 2: Applying for Funding](#) (5 minutes long)
- [Video Tutorial 3: Your Applicant Dashboard](#) (3 minutes long)
- [Written Tutorial](#)

**Existing Users:** Please enter your credentials and log in. If you forgot your password, please use the "Forgot your Password?" link to the left to reset your password.

**Not sure?** If you may have already registered in the system, do not create a new account. Please contact the workforce team at [workforce@dra.gov](mailto:workforce@dra.gov) to receive your user name.





Apply

Fax to File

# Application

Question List

Apply / Delta Workforce Grant Program 2021 / Application / Preview

Fields with an asterisk (\*) are required.

ACKNOWLEDGEMENTS

The applicant acknowledges and affirms the following:

- Applicant has read and understands the Request for Proposals;
- Applicant is not legally organized as a for-profit entity, LLC, Sole Proprietorship, Individual or any other entity excluded from receiving federal grants or awards;
- Applicant has no outstanding federal debts, liens, or encumbrances;
- Applicant is in good standing with its single audit requirements, if applicable;
- Any conflicts of interest have been disclosed in writing prior to the submission of this application;
- No application preparation or consultant fees shall be paid from DRA awarded funds;
- Submission of this application does not constitute a contract or guaranteed funding from DRA;
- No expenses are eligible for reimbursement prior to the execution of the Notice to Proceed, unless prior approval has been granted in writing from DRA;
- The project must be located within the DRA service area & be a direct benefit to the area; and
- All applicable state laws pertaining to contracting, procurement, & bidding process shall be adhered to.

Yes\*

☐ To Applicant's knowledge, the statements and information in this application are true and correct.

PROJECT INFORMATION

PROJECT RATIONALE

ANTICIPATED OUTCOMES

WORK PLAN

EVIDENCE OF WORKFORCE DEMAND & EMPLOYERS NEEDS

ASSURANCES

[Apply](#)[Fax to File](#)**Matching Funds Year 1 | 1st Quarter\***\$ **Matching Funds Year 1 | 2nd Quarter\***\$ **Matching Funds Year 1 | 3rd Quarter\***\$ **Matching Funds Year 1 | 4th Quarter\***\$ **Matching Funds Year 2 | 1st Quarter\***\$ **Matching Funds Year 2 | 2nd Quarter\***\$ **Matching Funds Year 2 | 3rd Quarter\***\$ **Matching Funds Year 2 | 4th Quarter\***\$ 

**Please note:** Once you submit your application, you cannot edit the form. Please review your answers before submitting.

Due by 10/15/2021 11:59 PM CDT.

[Abandon Request](#)[Save Application](#)[Submit Application](#)



Apply

Fax to File

Contact Info

Request

Current Status: Application Draft

STAGE	STATUS	INITIAL SUBMISSION	LAST MODIFIED
Application	Draft		09/08/2021

Application

Application Packet

Question List

Due by 10/15/2021 11:59 PM CDT.

Fields with an asterisk (\*) are required.

> ACKNOWLEDGEMENTS

∨ PROJECT INFORMATION

Required fields are noted as (\*).

Project Name\*

Project Type\*

How long will this project take to complete?

Project Summary\*

Provide a brief summary of the project.



# Q & A





# Final Thoughts

Aury Kangelos  
*Program Manager, Delta Regional Authority*



236 Sharkey Avenue, Suite 400  
Clarksdale, MS 38614



[www.dra.gov/workforce](http://www.dra.gov/workforce)



662.624.8600



[workforce@dra.gov](mailto:workforce@dra.gov)